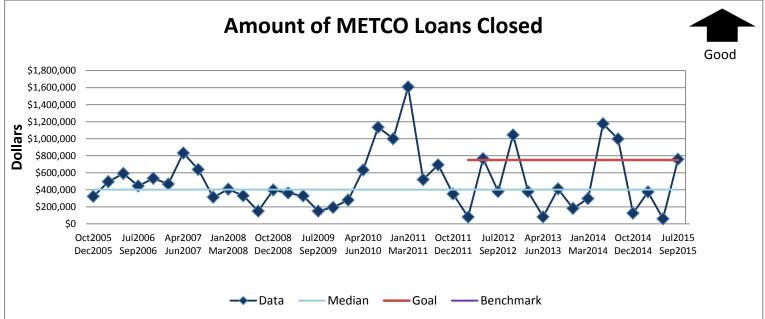
## Amount of METCO Loans Closed Economic Development



KPI Owner: David Morris Process: Job creation-Outcome Measure

| Baseline, Goal, & Benchmark                           | Source Summary        | Continuous Improvement Summary  |
|---|-----------------------|---|
| Baseline: FY13, \$2,196,144 closed                    | Data Source: Excel    | Plan-Do-Check-Act Step 8: Monitor and diagnose                        |
| Goal: \$31vi in ivi£1CO loans per Fiscal Year (\$750k |                       | Measurement Method: Measure the dollar value of METCO loans which     |
| quarterly)  | Goal Source: TBD      | support small business  |
|   |                       | Why Measure: The monthly sum of the dollar value of close METCO loans |
|   | Benchmark Source: TBD | Next Improvement Step: TBD  |
| Benchmark: TBD  |                       |   |

| Oct2010-Sep2015 | Oct2010-Sep2015 |  | Jul2015-Sep2015 Goal | Jul2015-Sep2015 |  |
|-----------------|-----------------|--|----------------------|-----------------|--|
| 5 Year Goal     | 5 Year Actual   |  | Juizo15-Sepzo15 Goal | Actual          |  |
| \$11,250,000    | \$11,283,377    |  | \$750,000            | \$758,710       |  |
| Dollars         | Dollars         |  | Dollars              | Dollars         |  |
|                 |                 |  |                      |                 |  |



Root cause analysis is not necessary because there is no gap between the goal and current performance.

Report Generated: 03/04/2016 Data Expires: 03/08/2016